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Message Text

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17
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DRAFTED BY EUR/SOV :MTDIXON:KR
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TREASURY - DMCMINN
COMMERCE - WTHORN
---------- 059712
R 081810Z JUL 76
FM SECSTATE WASHDC
TO AMEMBASSY MOSCOW
AMCONSUL LENINGRAD

C O N F I D E N T I A L STATE 168974

E.O. 11652: GDS

TAGS: ECON, UR, US

SUBJECT: SOVIET COMMERCIAL REPRESENTATION IN THE US

REF: STATE 126515

1. IN A LETTER DELIVERED TO TREASURY SECRETARY SIMON ON JULY 1, PATOLICHEV HAS FORMALLY REQUESTED EXTENSION OF KAMA PURCHASING COMMISSION'S MANDATE FOR THREE MORE YEARS. (MANDATE EXPIRES ON OCTOBER 18, 1976). LETTER ALSO REQUESTS EXPANSION OF COMMISSIONS ACTIVITIES TO INCLUDE PROCUREMENT FOR YAKUTSK PROJECT. WE INTEND TO GRANT EXTENSION, BUT WANT TO DO SO IN CONTEXT OF STUDY ON SOVIET COMMERCIAL REPRESENTATION IN THE US MENTIONED REFTEL.

2. E ARE CURRENTLY COLLECTING INFORMATION ABOUT THE ACTIVITIES OF EXISTING SOVIET COMMERCIAL ORGANIZATIONS, AND PLAN TO DEVELOP CRITERIA FOR EVALUATING SOVIET REQUESTS TO EXPAND THEM OR TO SET UP NEONES. IT IS ESSENTIAL, WE BELIEVE, TO HOLD OPEN THE EXTENSION OF KAMA MANDATE UNTIL THIS STUDY IS COMPLETED, SINCE IT IS POTENTIALLY USEFUL LEVERAGE IN EVENT E DECIDE EXISTING SOVIET COMMERCIAL
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ESTABLISHMENTS SHOULD BE REORGANIZED.

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3. SINCE EM0ASSY AND CONSULATE HAVE UNIQUE VANTAGE POINTS FOR ASCERTAINING NEEDS AND DESIRES OF PRIVATE AS ELL AS OFFICIAL US COMMERCIAL REPRESENTATION IN THE USSR, WE 'OULD ELCOME YOUR SUGGESTIONS FOR THE TYPE OF QUID-PRO-QUOS THAT WE COULD SEEK IN EXCHANGE FOR ANY FUTURE EXPANSION OF THE SOVIET COMMERCIAL PRESENCE HERE. A TRADITIONAL ONE HAS BEEN ACCREDITATION OF US FIRMS, BUT NOT THAT MANY ADDITTONAL FIRMS WILL WANT TO OPEN OFFICES IN MOSCOW. QUID-PRO-QUOS NEED NOT BE STRICTLY RECIPROCAL, SUCH AS US PERSONNEL INCREASE FOR USSR PERSONNEL INCREASE, BUT THE ADVANTAGES TO EACH SIDE MUST BALANCE.

4. 'HAT WE WOULD LIKE IS SOME NEW, CREATIVE IDEAS ON WAYS IN HICH SERVICES AND FACILITIES COULD BE IMPROVED FOR THE US OFFICIAL AND PRIVATE COMMERCIAL COMMUNITY BOTH IN AND OUTSIDE MOSCOW.

5. IN CONNECTION WITH THIS STUDY, WE 'OULD BE INTERESTED IN LEARNING WHETHER UPDK HAS RENEWED THE LEASE FOR THE COMMERCIAL OFFICE. KISSINGER

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